SUSINESS Strengthening the local economy and serving members for 70 years



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March 2018

Vintage Contemporary Community and Center Springs to Life

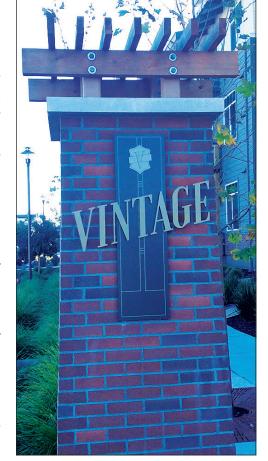
temporary community that is as much an escape as it is a destination. A place where beautifully appointed 1, 2 and 3-bedroom homes and townhomes, resort-style amenities, rolling lawns and parks, and convenient services and shops come together to create a distinctly new

leisure lifestyle. Vintage still has brand new apartment homes to offer with great leasing specials. The Vintage Leasing Office is located at 50 Vintage Circle in Pleasanton.

Welcome to the newest and finest craft beer experience in Pleasanton. Created from the imagination of Eric Wall, a long-time Tri-Valley resident whose plan was to introduce a new approach to learning about and enjoying fermented beverages. With a rotating selection of 30 craft beers, ciders, Kombuchas and sours on tap, and over 140 beers in bottles, BottleTaps is the place to find a fermented beverage that's just right for you. BottleTaps is located at 3020 Bernal Avenue, Suite 160 in Pleasanton.

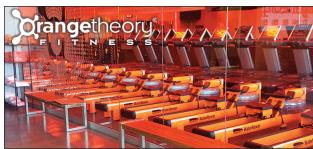
Orangetheory Fitness

Orangetheory Fitness is a 1-hour full-body workout, with training focused primarily on endurance, strength and power. Their heart-rate based interval training is proven to burn more calories post workout and every class is staffed with a fitness coach to ensure you



don't over or under train during your workout. The Grand Opening is Friday, March 16 from 5:30 to 8:30 p.m. Call 925-401-7399 to make an appointment and book a free class. Orangetheory is located at 3020 Bernal Avenue, Suite 140 in Pleasanton.







Bishops Cuts / Color is a uni-

enjoying early MTV-style music while sipping a free beer before getting their hair done in a retrostyle barbering chair. Bishops Cuts/ Color is planning a Grand Opening for Summer 2018 and is located at 3020 Bernal Avenue, Suite 120 in

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- Membership Anniversaries Flaunt Hair Designs
- Sweet and Savory Café and Bakery Mom Relaunch
- Ribbon Cuttings

Bishops Cuts/Color

sex hair care shop where individuality is celebrated: from the artwork featured on the walls, to the music played, to the variety of cuts and color offered. Customers can expect a laid-back atmosphere,

Pleasanton.























































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Business Connection is a bi-monthly publication of the Pleasanton Chamber of Commerce

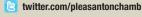
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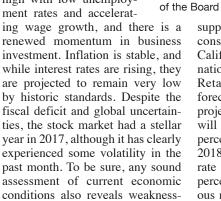


pinterest.com/pleaschamber ©2018

Outlook 2018: A promising year of sustainable growth on solid financial footing but not without its share of challenges

here's just over a week to go until we turn the clocks forward on March 11 for the

longer days of spring and summer, but we've already turned a major corner on the strength of the U.S. economy. In the fourth quarter of 2017, real gross domestic product (GDP) expanded at a healthy rate of 2.6 percent. Consumer confidence has remained high with low unemployment rates and accelerat-



es, some with special significance

for those of us in the Tri-Valley

and in the state of California as a whole. Certainly, the tight housing market complicated by a new tax

code, protectionist trade policies unfavorable to California and workforce shortages are just a few of the major challenges we face. Nonetheless, the overall financial picture that is emerging gives us plenty of reason for optimism in 2018.

An exceptionally strong U.S. job market will likely

support continued growth in the consumer sector in 2018 with California already outpacing the national economy. The National Retail Federation's economic forecast released on February 8 projects that retail industry sales will increase between 3.8 and 4.4 percent in 2018. As of January 2018, the national unemployment rate stood at a 17-year low of 4.1 percent, unchanged from the previous month and in line with market expectations. In California, unemployment plunged to 4.3 percent as

of the latest release, a new record low with 52,700 jobs added to nonfarm payrolls in December 2017. What's also encouraging, robust employment is evident across almost all major industry sectors in the state.

While current projections indicate that job and wage growth should continue to improve in the first half of this year, the 2018 job market does present some uncertainties. A workforce shortfall will make filling jobs more problematic this year, and continued growth in the second half of the year will heavily depend upon how effective the Tax Cuts and Jobs Act will be in boosting capital spending, hiring and wages. Ultimately, businesses must drive growth in the second half of 2018.

In an expanding economy, it's expected that the Federal Reserve will raise its benchmark interest rate to stay one step ahead of inflation - impacting rates on financial products such as adjustablerate mortgages, personal loans and credit cards. What should be

reassuring to borrowers: a rising rate environment does not mean runaway rates. In fact, rates are expected to remain quite low and rise slowly, possibly with four quarter-point moves in 2018. A recent report from the Credit Union National Association (CUNA) also asserts that loan growth is expected to hold strong and portfolios to remain healthy despite rising interest rates. Overall, this slow, steady rise in interest rates appears unlikely to lower the demand for home ownership or weaken the U.S. housing market. Home ownership continues to have strong appeal for individuals and families wanting stability and the opportunity to build their net worth through home equity and appreciation in value over time.

As we reflect on 2017 and the continued course of 2018, major financial indicators point to a healthy economy which should support plenty of opportunities for continued growth here in the Tri-Valley and elsewhere in the







Harold

Roundtree

2018 Chairman





As a patriotic Veterans organization dedicated to serving our fellow Veterans and Service members, American Legion Post 237 participates in programs that promote duty and honor through patriotism in our communities and seeks to inspire others in the spirit of volunteerism.

Wednesday, March 12, 2018

Chamber Announces Honorees for 55th Annual Community Service Awards

he Pleasanton Chamber of Commerce will recognize those deserving individuals, groups and businesses who have demonstrated excellence and community leadership in business, volunteer activities and achievement within the Pleasanton community on Wednesday, March 28, 2018 at the Firehouse Arts Center. The Community Service Awards began in 1963 to recognize good people doing great things in the community and since then hundreds of recipients have been honored.

The honorees for the 55th Annual Community Service Awards are:



Business Philanthropy Gina Piper Better Homes and Gardens. REAL ESTATE Realty

For businesses that have provided philanthropic service beyond the scope of normal business activity.



Excellence in Business James Paxson



For businesses that have made a positive impact in the Pleasanton community through their achievement within the scope of normal business activity.



Excellence in Service



Gloria Gregory **Executive Director**

For organizations that have contributed to Pleasanton.



Green Business Go Green Initiative, Summer Intern **Program**



For businesses that promote sustainable environmental business practices throughout their organization for the benefit of employees, customers or the community.



Kirstin Litz



Wednesday, March 28, 6:00 p.m. at the Firehouse Arts Center

This event, sponsored by the Alameda County Fair, Black Tie Transportation, Chevron and Eddie Papa's, will celebrate amazing people who go the extra mile to make Pleasanton a fabulous place to live and do business. The public is invited to attend this fun-filled evening beginning at 6:00 p.m. with a hosted bar and heavy hors' doeuvres as well as a silent auction followed by the awards presentation. Cost to attend is \$35 per person and tickets are on

sale now at www.pleasanton.org.

The Pleasanton Chamber presented five Community Service Awards in March of 2017 Business Philanthropy Award: Marriott Pleasanton; Excellence in Business Award: Towne Center Books; Excellence in Service Award: Pleasanton Veterans Memorial Committee; Distinguished Individual Service Award: Randy & Lisa Brown; Green Business Award: Beets Hospitality Group.













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EVENT SPONSORS

















Spring Tradeshow Mixer



THE CLUB AT

RUBY HILL

Pleasanton, California

May 9, 2018

Open to the Public • *Food and Drink* Prizes • Valuable Business Contacts



Companies and organizations can promote themselves, connect with local business and community leaders, and grow their customer base by participating as a vendor



Tracy Rogers of the Alameda County Fair says, "The Chamber Tradeshows are fun, well-attended events. Business comes directly or indirectly through networking at the Chamber mixers. It's important to stay current and connected with our community business leaders and the Tradeshow Mixers allow us to do that."



The Tradeshow Mixer represents a great opportunity to network with local businesses in a fun and interactive setting.

Business Spotlight

Platinum: Talent, Opportunity, Solutions

Platinum Staffing Solutions takes pride in providing superior service from local industry experts to support clients' temporary staffing and direct hire needs. They specialize in servicing small to mid-size businesses across a variety of industries for vacation coverages, medical leaves, special projects, and open positions. Their areas of expertise include: accounting, administrative, customer service/call center, HR and finance positions.

They take pride in being a small, local, woman-owned business with strong ties to the Pleasanton community. Their founders, Marina Omar and Rachel Conner, gained specialized recruiting experience from one of the staffing industry's largest companies and established themselves as top industry leaders, earning several accolades and awards. As leaders that helped their



teams staff thousands of positions, the founders felt that there was a strong need for a more personalized approach to staffing. Their passion lies in establishing a strong understanding of candidates' skills and clients' needs to make the best quality matches.

"Nothing feels better than having close relationships with our clients and really knowing their business, so that when they have a need, we are their first and only call," said Rachel. "There's nothing more rewarding than helping a struggling candidate looking to provide for themselves and their families find the job that's really right for them."

Marina and the sales team go out daily to meet with clients, and

recalled this success story. "When our client found himself with an unexpected need, he spoke with several staffing agencies and felt a lack of understanding of his open role and company culture. Taking the time to speak with so many companies and receiving resumes that were off the mark was frustrating and time consuming." After being referred to Marina and Rachel by an industry partner, they immediately scheduled an appointment to visit him in his office and take some time to watch the work that needed to get done. They were able to identify that culture was just as important in the right candidate as the skills required. They took the time to personally meet with several candidates and were able to identify someone who recently moved to the area and was looking for the small company culture their client could provide.



Founders Marina Omar and Rachel Conner take pride in being a small, local, woman-owned business with strong ties to the Pleasanton community.

They look forward to continue establishing new relationships and being able to provide their staffing solutions to other businesses in our shared community. Call 925-400-9115 or email marina@ platinumstaffs.com or rachel@ platinumstaffs.com today to get a personalized approach to your next staffing need.

Pacific Pearl Announces New Tenants, Grand Opening Celebration Date

Pacific Pearl, a new shopping center designed with the growing Asian-American population of Pleasanton in mind, has announced May 12th as the date for its grand opening celebration as well as the opening

of two new tenants – 85°C Bakery Café, an eatery offering premium coffee and Asian-inspired pastries, and Snowflake Dessert House, a first-tomarket Taiwanese specialty café with a range of delectable frozen treats includ-

ing traditional Taiwanese snow ice. More new tenant announcements are coming shortly, and Pacific Pearl invites everyone to attend its May 12th grand opening festivities. To learn more, visit www.shoppacificpearl.com.





Business Spotlight

Staging to sell. Staging to live.

First impressions matter...

Vicki Salinas

owner | operator

Enhanced Staging

925.963.5051

nhanced Staging is owned and operated by Vicki Salinas, a 26-year resident of Pleasanton. A pioneer in the industry, she opened her first staging company in 1996. Vicki is an active mem-

ber of the Chamber and belongs to the Southern Alameda County Women's Council of Realtors.

Home staging rethinks and reworks spaces; it requires a special touch. Vicki is vibrant and warm and loves getting to know her clients. "Buyers don't get excited in an empty or lackluster home," says Vicki, "They need to picture themselves living in the space. We are experts at creating atmospheres where clients linger. It's not just about staging, it's about the way you make people feel."

can be just as impactful in occupied residences. "We understand that preparing an occupied home for sale is a collaborative process," says Vicki. "We consider the existing furnishings and bring in what's necessary to showcase the space. Today's buyers are savvy. Your property should wow them."

Client Consultations

In addition to staging services, Enhanced Staging also offers one-hour homeowner consultations. "Sometimes a home doesn't need much more than a little tweaking to make it shine," says Vicki, "Realtors hire us first. These houses go on the market looking their best from Day One."

Decorating & Color Consultations

Staging isn't just for realtors. With the help of a professional, you can finally create your dream home. Vicki finds most people already have what it takes; they just need the right editor. "Properly arranging color, furniture and accessories is the magic. Environments change the way we think and feel. Your home should bring you joy."

"I have worked with a lot of stagers in my Staging is common in vacant homes but thirteen years of real estate, but none make a better first impression for my listings than Vicki Salinas. I always want the best for my clients and they love her. That is why I choose Vicki to stage my homes." ~ Sherrill Cody, Coldwell Banker Residential Brokerage

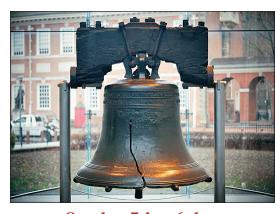








Fall Trips



October 7th - 6 days Philadelphia, the Poconos & the Brandywine Valley



October 23rd - 10 days River Cruise to the South of France



November 15th – 18 days – Australia and New Zealand

Visit our website www.pleasanton.org/chamber-travel for more information

Hyatt House Pleasanton is teaming up with **Autism Speaks in April.**

April Networking Mixer hosted by Hyatt House Pleasanton April 11, 2018





Membership Anniversaries



During the past two months, nearly 100 businesses renewed their investment in the Chamber, thereby demonstrating their continued commitment to community excellence while realizing the benefits, services and representation associated with membership in Pleasanton's leading business organization.

We recommend that you look first to Chamber members for your business and consumer needs.

57 Years

Pacific Gas & Electric Christesen's Western Wear

Der Manouel Insurance Group

45-49 Years

Alameda County Fair Association Pleasanton Ready Mix Concrete, Inc

Gay Nineties Pizza Company Can Am Plumbing, Inc. Pleasanton Nursing and Rehab Center

35-39 Years

Vulcan Materials Company Randick O'Dea & Tooliatos, LLP Callahan Property Company, Inc. JHS CPAs, LLP Independent Newspaper and Magazine, The Ross Property Management Inc.

Child Care Links Schwartz, James G., Law Offices of

25-29 Years

Wells Fargo Bank -Hopyard Hacienda Fox, Tom - Venture Sothebys International Realty Michelotti, Sharrell Tucknott Electric Co.

20-24 Years

ENT Networks Inc. Barons Jewelers Veritiv Operating Company, formerly Unisource Westamerica Bank Faith Chapel Assembly of God 15-19 Years Residence Inn by Marriott Pleasanton Pennell, Nancy Earl Anthony's Dublin Bowl GourmetWorks of Pleasanton Thorne, Jerry Turman Commercial Painters Remax/Accord - Steve Mohseni Jue's Taekwon-Do NCAL Computers

10-14 Years

Corporate Games, Inc. East Bay SPCA Horizon Wealth Solutions Livermore Valley Performing Arts Center/Bankhead Theater Sakyo, Joan - Venture Sotheby's International Realty

Pleasanton Glen Apartment Homes Pleasanton Golf Center Wente Vineyards St. Clare's Episcopal Church Pallesen & Butler Tax Service

Proforma Construction Park Place Appraisal Services Chamberlin Associates Chevron Corporation Dahlin Group, Inc. Pleasanton Computer Repair StopWaste Chromagraphics The First Tee of the Tri-Valley Gateway Financial Advisors Alliance Campaign Strategies Altamont Corridor Express (ACE) LegalShield Pleasanton Family Wellness Center Inc. RMC - A Ray Morgan Company, East Bay Regional Park District Duman Associates Custom Components and Marketing San Ramon Regional Medical Center Pleasanton Gateway Shopping Center Primrose School of Pleasanton CAFO Partners, LLC

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Business Spotlight



Stylist and Nail Techs rental spaces are available at Flaunt Hair Designs, but you'll want to act quickly. Call

Flaunt Hair Designs - One of the **Hidden Gems in Downtown Pleasanton**

them, Flaunt them! This mantra is one that Christine Palmer, Owner and Master

Stylist, at Flaunt Hair Designs, wants her stylists, nail techs, and clients to know and live by!

As the first business that was opened in Adobe Plaza, on Ray Street, in 1977, and the last original business still there today, Christine is proud of her salon's heritage. She very much enjoys being a part of Pleasanton history.

Christine, as a professional, keeps her hands immersed in continuing education. Learning about the newest tools, hairstyles, products and techniques keeps her on top of her

game. She shares this information with her stylists who are educated, licensed, seasoned and professional, lending way to the creativity that each styling professional can offer.

Christine takes pride in her little gem, keeping it clean, up-to-date and welcoming! As Brian, her husband says, "Upscale, not uptight!"

As owner, Christine is delighted with the caliber, creativity, and friendliness of her stylists, her salon, and the beautiful and happy clients they create. Being a time-honored icon, Flaunt embraces an established clientele, as well as new clients, both

women and men. Christine offers salon exclusive products including J Beverly Hills and Sojourn. Hair services include all-dimensional color, cuts,

styles, permanent waves, all Keratin Complex Smoothing Treatments, highlights, and more. Nail services include natural treatments and enhancements. Referrals and walkins are always welcome!

Christine is responsive and conversational. She is a stylist who listens to her clients as well as an owner who listens to her stylists! She believes that a happy client speaks volumes to others who may be seeking a new stylist, and happy stylists speak volumes to others who may be seeking a new salon.





148 Ray Street, Pleasanton www.flaunthairdesigns.com



Christine takes pride in her little gem, keeping it clean, up-to-date and welcoming.



As the first business that was opened in Adobe Plaza, on Ray Street, in 1977, and the last original business still there today, Christine is proud of her salon's heritage.

Business Spotlight

Sweet and Savory Café and Bakery Celebrates 25 Years



Cafe and Bakery

here is always a market for quality," says Susan Eichler, Co-Owner and Manager of Sweet and Savory Bakery Cafe, in Pleasanton. Susan, together with her father, and Co-Owner, Don Eichler, will celebrate 25 years in business this April. They are proud to have served their guests in this wonder-

A little-known fact is that Sweet and Savory started in an 1,100 square-foot building just behind their present café location. Don and Susan are now tantalizing their customers in a 4,000 squarefoot restaurant and bakery, on the corner of Stoneridge Drive and Gibraltar Drive.

Each morning, while entering, guests enjoy the pleasing aroma of fresh-baked pastries, scones, muffins, breads, and breakfast fare, including their delicious, sizzling



Irish soda breads to go will be featured near the St. Patrick's Day holiday.

bacon. Many neighbors stop for a best seller: breakfast burritos, a cup of coffee, or an espresso beverage, and one of Susan's sweet delights. She offers a quick hello and a wave before her guests head

Sweet and Savory was built on the tenure of many great employees. From those who have come before to present day personnel: Juan, Gerardo, Isaac, Leslie, Konnie, Elizabeth and Julie are "valued" beyond compare. "They work extremely hard for us and deserve recognition."

With all baking done on the premises, except for bagels and rye bread, Sweet and Savory's morning menu is one that is distinctly sought after. With groups of frequent visitors for coffee and a cinnamon roll, the staff's creativity is once again enjoyed by regulars and often, first-time

This pleasant café is well-known for its catering proficiencies. Sandwiches, soup, salads, desserts and beverages are prepared



Sweet and Savory will be celebrating St. Patrick's Day on Thursday March 15 and you can enjoy this corned beef platter.

to delight office, meeting, conference, and seminar-attendee appetites within the Tri-Valley.

On specific mornings, the dining room in Sweet and Savory welcomes members of social gatherings who push tables together and savor the company of one another. "We are grateful for our regulars!"

Lunch favorites including meatloaf, vegetarian chili, and Cobb Salad, bring guests back to this popular icon. Sweet and Savory takes pride in the quality of food offered to their guests, using fresh ingredients in their homemade menu items. With nearly 25 years of hospitality, Sweet and Savory brings a closeness and bond among the neighborhood and community.

Susan and Don thank and appreciate those who contribute to their success in a myriad of ways. *The colorful, decorative hanging artwork is created by a friend from Bar Harbor, Maine.

Sweet and Savory Bakery and Café is located at 5685 Gibraltar Drive, in Pleasanton.

Business Spotlight

Do you think Gender Diverse Workforces perform better?

Mom Relaunch: How stay-at-home moms can get back to work

ur vision is to foster a society which is empowered by strong and self-sufficient women, who serve as role models for ally set Mom Relaunch apart

their children and help grow the economy." According to Reena Gupta, founder Mom Relaunch, 43% of women

with children leave their jobs, and 93% of them want to return. but face odds. Mom Relaunch is an initiative started by a group of moms to bring stay-at-home talent back into the workforce.

Mom Relaunch is a one-stop solution to help employ women who haven't been part of the workforce and have taken a career break. They do this in four ways: training, networking, mentoring, and job searching.

"There are many companies in this space who either provide mentoring or job opportunities to moms wanting to return to the workforce," said Reena. "However, we do not consider anyone a competitor. Each one of us is working towards the same goal. What will eventu-

> will be a Superinterconnected Viral Network, where each mom will come forward to help another mom.'

Another way Mom Relaunch is re-inventing the village would be their Mom Mojo Services, where they bring all kinds of service providers (child care, senior care, tutoring, cooking) under one umbrella to extend complete infrastructure support to moms to achieve work-life harmony. With their Momplementation Services, moms do not have to depend on any company to hire them; rather they can create their own implementation teams and run them.

Unofficially, Mom Relaunch has been ideated and planned for over 10 years now. It was regis-



Mom Relaunch is a one-stop solution to help employ women who haven't been part of the workforce and have taken a career break.

tered as an entity in September 2017. A team of core volunteers was formed who started aggressive marketing efforts which led to revenue being generated in just two months. In this short span of time, Mom Relaunch has successfully placed moms, has announced partnerships with Reboot Accel for training and

with CareerForce at Salesforce's Dreamforce 2017. They are constantly seeking more partners to make our ecosystem rich and conducive for moms.

Reena Gupta, the founder of Mom Relaunch is also a CEO and founder of Avankia and TargetRecruit. She is a serial entrepreneur and a philanthropist.

Reena saw the potential of this hidden talent pool and started Mom Relaunch to facilitate the re-entry of moms into the workforce. Initially, she began with hiring moms at her firm and later was joined by some of them to help propagate this further. For more information, visit www. momrelaunch.com.

Ribbon Cuttings



Creating new jobs, stronger economy



Body Balance Fitness & Massage – We are proud of our 20 years of service to our community in Downtown Pleasanton! Body Balance specializes in personal fitness, nutritional awareness, and therapeutic massage. All our services are offered in a private, warm, welcoming environment with our commitment to the finest details. We assist in transforming people of all ages, keeping their body healthy for those who are looking to improve their overall wellness. We welcome you to explore our website and visit us at our studio, where our passion is your wellbeing! Visit us at 164 Ray Street in Pleasanton. As we celebrate our 20th anniversary, you can save \$20 off any one-hour service by mentioning this photo, one per person please.



Armario Venema Homes – The Armario Venema Homes Real Estate Team is excited to be celebrating our 5-year anniversary! We've worked with over 250 families and generated a closed-sales volume of close to \$400 million. Our Pleasanton-based team delivers results again and again. Marketing and selling Tri-Valley homes is what we do best, but our business is truly all about the people we meet on the way, connecting them to each other and the places they call HOME. Visit us at 459 Main Street in downtown Pleasanton or call (925) 413-6544 for more information.



BottleTaps – With a rotating selection of 30 craft beers, ciders, Kombuchas and sours on tap, and over 140 beers in bottles, covering all of the Beer Judge Certification Program™ (BJCP) beer styles, BottleTaps is the place to find a fermented beverage that's just right for you. In addition to craft beer, BottleTaps has a respected selection of red and white wines and meads, Kombucha (on tap and in bottles) and an excellent craft soda selection. They even have cider tasting flights for the kids. The food, presented by Bottletaps Executive Chef Patrick Tripp, is second to none. Chef Patrick melds the many distinct flavors of craft beer with fresh local produce, cured meats, in-house smoked ribs, sausages and salmon along with a masterful touch of creative spice blends to create excellent small plates and appetizers for customers. There's a knowledgeable staff who help customers on their own craft beer journey decide on the right beverage and food selections. BottleTaps will also be conducting host-guided beer-style tastings, beer classes, tap takeovers, as well as select food and beer pairings. BottleTaps is located at 3020 Bernal Avenue, Suite 160 in Pleasanton.



Schicher Orthodontics – We are thrilled to be opening our state-of-the-art orthodontic practice. After 10 years in Pleasanton, this location offers patients a full suite of orthodontic technologies that allow us to better treat and care for our patients. 3D imaging, 3D printing and 3D scanning (no more impressions) allow us to show patients their results before we ever start treatment. We are uncompromising about offering patients an exceptional experience and stunning results. Visit us at 4487 Stoneridge Drive in Pleasanton or call 925-846-3248.

Save the Date - First Friday in August!

Chamber's Annual Golf Outing

August 3, 2018
Callippe Preserve Golf Course

SPONSORSHIPS start as low as \$100!

Don't Golf? Become a Theme Hole Sponsor for \$350 and interact with every golfer!



Visit www.pleasanton.org for more info or call 925.846.5858

